

Town of



AMHERST

Massachusetts

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**SELECT BOARD MEETING**  
**February 9, 2009**

**New Business**

To: Stephanie O'Keeffe, Chair, Amherst Select Board  
Members of the Amherst Select Board

From: Laurence Shaffer, Town Manager

Date: February 9, 2009

Re: Proposal to Increase Ambulance Fees

Please find attached two charts that review the survey that was conducted in the summer of 2008 and an analysis of that survey as compared to rates for ambulance service to the Town of Amherst. As a result of that analysis, I am recommending rates for the ambulance services be increased in the following fashion:

- BLS rate from \$455.00 to \$555.00
- ALS1 from \$555.00 to \$655.00
- ALS2 from \$555.00 to \$800.00
- BLS mileage from \$13.00 to \$18.00 per trip
- Oxygen from \$50.00 to \$60.00 per category
- Airway from \$115.00 to \$140.00
- Drugs/IV from \$95.00 to \$135.00
- Cardiac Monitor from \$140.00 to \$190.00
- Defibulation from \$0 to \$140.00

It is recommended that the proposed rate increases be implemented effective March 1, 2009. It is projected that in the 2009 calendar year, \$30,000.00 in additional revenue will be generated. It is projected that \$185,000.00 in revenue will be generated for FY 2010.

Consequently, I would recommend the Select Board adopt the following motion:

**Select Board hereby establishes the new rates for Ambulance Service to be effective March 1, 2009 as follows:**

BLS rate- \$555.00  
ALS1 - \$655.00  
ALS2 - \$800.00  
BLS mileage- \$18.00/per trip  
Oxygen- \$60.00 per category  
Airway- \$140.00  
Drug IV- \$135.00  
Cardiac monitor- \$190.00  
Defibulation- \$140.00



**AMBULANCE FEE SURVEY**  
Conducted Summer of 2008

Number of Towns surveyed- 19 Without Amherst  
(Strike one entry for South Hadley)

<u>Category</u>	<u>Range</u>	<u>\$300-\$399</u>	<u>\$400-\$499</u>	<u>\$500-\$599</u>	<u>\$600-\$699</u>	<u>\$700</u>	<u>Present Amherst Rate</u>	<u>2009 Proposed Rates</u>
BLS Rate Without Amherst	\$300.00 - \$650.26	3	11	3	1	0	\$455.00	\$655.00
ALS 1	\$325.00 - \$772.21	1	3	6	7	1	\$555.00	\$655.00
ALS 2 (None in Ludlow)	\$389.00 - \$1,117.00	1	0	0	3	10	\$555.00	\$800.00
<u>Category</u>	<u>Range</u>	<u>\$ 5 - \$ 9.99</u>	<u>\$10.00 - \$14.99</u>	<u>\$15.00-\$19.99</u>	<u>\$20.00 +</u>		<u>Present Amherst Rate</u>	<u>Proposed Rates</u>
BLS Mileage	\$ 8.00 - \$ 20.69	1	4	12	1		\$13.00	\$18.00
<u>Category</u>	<u>Range</u>	<u>\$30.00 - \$39.00</u>	<u>\$40.00 - \$49.00</u>	<u>\$50.00-\$59.00</u>	<u>\$60.00-\$69.00</u>	<u>\$70.00 - \$79.00</u>	<u>Present Amherst Rate</u>	<u>Proposed Rates</u>
Oxygen	\$ 30.00 - \$ 99.25	1	1	4	6	1	\$50.00	\$60.00
<u>Category</u>	<u>Range</u>	<u>\$ 50.00 - \$99.00</u>	<u>\$100.00-\$149.00</u>	<u>\$150.00-\$199.00</u>	<u>\$200.00-\$249.00</u>		<u>Present Amherst Rate</u>	<u>Proposed Rates</u>
Airway	\$ 75.00 - \$ 241.00	1	9	2	1		\$115.00	\$140.00
<u>Category</u>	<u>Range</u>	<u>\$50.00-\$99.00</u>	<u>\$100.00-\$149.00</u>	<u>\$150.00-\$199.00</u>	<u>\$200.00-\$249.00</u>		<u>Present Amherst Rate</u>	<u>Proposed Rates</u>
Drug IV	\$ 95.00 - \$ 212.00	1	1	1	1		\$95.00	\$135.00
<u>Category</u>	<u>Range</u>	<u>\$ 50.00-\$ 99.00</u>	<u>\$100.00-\$149.00</u>	<u>\$150.00-\$199.00</u>	<u>\$200.00 +</u>		<u>Present Amherst Rate</u>	<u>Proposed Rates</u>
Cardiac Monitor	\$ 95.00 - \$ 212.00	1	6	2	4		\$140.00	\$190.00
Defibrillator (3 chose not to change)	\$ 70.00 - \$ 297.00	3	9	1	1		\$0.00	\$140.00

Beyond this, there is too little data to establish trend lines for mast trousseurs, extra attendant and c-spine

Revised: 02/06/09



# AMBULANCE FEE SCHEDULE SURVEY

DEPARTMENT	BLS RATE	ALS 1 RATE*	ALS 2 RATE*	BLS MILEAGE	ALS MILEAGE	OXYGEN	AIRWAY	DRUG/ IV THERAPY	CARDIAC MONITOR	DEFIB	MAST TROUSERS	EXTRA ATTENDANT	C-SPINE	SCT
AGAWAM	\$450.00	\$550.00	\$750.00	\$15.00	\$15.00	\$0.00	\$0.00	\$0.00	\$95.00	\$0.00	\$0.00	\$0.00	\$0.00	
AMHERST*	<del>\$450.00</del>	<del>\$550.00</del>	<del>\$665.00</del>	<del>\$12.00</del>	<del>\$13.00</del>	<del>\$50.00</del>	<del>\$445.00</del>	<del>\$95.00</del>	<del>\$140.00</del>	<del>\$0.00</del>	<del>\$0.00</del>	<del>\$0.00</del>	<del>\$0.00</del>	
ATHOL	\$475.00	\$635.00	\$820.00	\$15.00	\$15.00	\$60.00	\$140.00	\$140.00	\$140.00	\$140.00	\$0.00	\$0.00	\$0.00	
CHICOPEE	\$345.00	\$440.00	\$600.00	\$11.90	\$13.73	\$50.00	\$115.00	\$105.00	\$145.00	\$110.00	\$90.00	\$125.00	\$106.00	
EASTHAMPTON	\$475.00	\$635.00	\$820.00	\$15.00	\$15.00	\$60.00	\$140.00	\$140.00	\$140.00	\$140.00	\$0.00	\$0.00	\$0.00	
GRANBY	\$490.00	\$690.00	\$825.00	\$17.00	\$17.00	\$65.00	\$175.00	\$150.00	\$200.00	\$175.00	\$0.00	\$175.00	\$125.00	
LONGMEADOW	\$451.17	\$535.76	\$775.43	\$18.35	\$18.35	\$67.71	\$164.46	\$145.08	\$203.15	\$145.08	\$96.73	\$0.00	\$0.00	
LUDLOW	\$400.00	\$500.00	\$0.00	\$11.40	\$13.15	\$48.00	\$117.60	\$103.75	\$145.25	\$103.75	\$0.00	\$0.00	\$0.00	
MONSON	\$550.00	\$650.00	\$0.00	\$16.00	\$19.00	\$50.00	\$110.00	\$100.00	\$0.00	\$95.00	\$0.00	\$120.00	\$90.00	
ORANGE	\$400.00	\$475.00	\$687.00	\$13.00	\$13.00	\$60.00	\$146.00	\$129.00	\$180.00	\$129.00	\$86.00	\$128.00	\$154.00	
NORTHAMPTON	\$585.00	\$640.00	\$880.00	\$15.75	\$15.75	\$60.00	\$140.00	\$140.00	\$0.00	\$149.00	\$0.00	\$0.00	\$0.00	
<del>SOUTH HADLEY DIST #1</del>	<del>\$650.28</del>	<del>\$772.21</del>	<del>\$1,117.57</del>	<del>\$20.69</del>	<del>\$20.69</del>	<del>\$99.25</del>	<del>\$241.07</del>	<del>\$212.66</del>	<del>\$297.78</del>	<del>\$242.66</del>	<del>\$141.79</del>	<del>\$0.00</del>	<del>\$0.00</del>	
SOUTH HADLEY DIST #2	\$650.26	\$772.21	\$1,117.67	\$20.69	\$20.69	\$99.25	\$241.07	\$212.66	\$297.78	\$242.66	\$141.79	\$0.00	\$0.00	
SOUTHAMPTON	\$300.00	\$325.00	\$389.00	\$8.00	\$8.00	\$30.00	\$75.00	\$75.00	\$0.00	\$70.00	\$0.00	\$0.00	\$0.00	
SOUTHWICK	\$471.85	\$560.33	\$810.99	\$18.42	\$18.42	\$67.95	\$165.05	\$145.60	\$203.80	\$145.60	\$97.08	\$260.00	\$0.00	
WARE	\$480.00	\$650.00	\$800.00	\$15.00	\$15.00	\$50.00	\$110.00	\$95.00	\$140.00	\$100.00	\$0.00	\$0.00	\$0.00	
WARREN	\$550.00	\$650.00	\$750.00	\$16.00	\$19.00	\$50.00	\$110.00	\$100.00	\$125.00	\$95.00	\$100.00	\$120.00	\$90.00	
WEST SPRINGFIELD	\$375.00	\$475.00	\$650.00	\$16.00	\$16.00	\$45.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
WESTFIELD	\$461.81	\$576.42	\$812.48	\$14.83	\$14.83	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
WILBRAHAM	\$488.00	\$565.00	\$734.00	\$14.00	\$18.00	\$71.50	\$143.00	\$130.00	\$195.00	\$123.50	\$143.00	\$156.00	\$130.00	

\* Amherst residents are charged \$30.00 less than non-residents

HIGHEST RATES  
LOWEST RATES  
YOUR DEPARTMENT

ASL 1 - LESS THAN 3 INTERVENTIONS  
ASL 2 - MORE THAN 3 INTERVENTIONS

Current	BLS	ALS1	ALS2	Mileage	Oxygen	IV	Airway	EKG
Resident	\$455	\$555	\$555	\$13	\$50	\$95	\$115	\$140
Non-resident	\$490	\$590	\$590	\$13	\$50	\$95	\$115	\$140
Rank in survey (7/1/08)	11th	10th	15th	15th	10th	14th	11th	9th
Proportion to highest	70.0%	71.9%	49.7%	65.0%	50.5%	44.8%	47.7%	47.1%
<b>Proposed Increase</b>	<b>\$100</b>	<b>\$100</b>	<b>\$100</b>	<b>\$5</b>	<b>\$0</b>	<b>\$40</b>	<b>\$0</b>	<b>\$50</b>
Resident	\$555	\$655	\$655	\$18	\$50	\$135	\$115	\$190
Non-resident	\$590	\$690	\$690	\$18	\$50	\$135	\$115	\$190
New Rank in survey	3rd	3rd	14th	4th	10th	8th	11th	6th
New Proportion to highest	85.4%	84.8%	58.6%	90.0%	50.5%	63.7%	47.7%	64.0%
Increase	22.0%	18.0%	18.0%	38.5%	0.0%	42.1%	0.0%	35.7%
Date of last increase	7/1/2008	7/1/2008	7/1/2008	2005	pre 2005	pre 2005	pre 2005	pre 2005
Value of last increase	\$35	\$35	\$35	\$2				

All percentages and rank computed with resident rates.  
 Survey of FY08 rates, 19 area companies